

Message Text

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FM AMCONSUL FRANKFURT

TO SECSTATE WASHDC 6620

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INFO AMEMBASSY BONN

UNCLAS FRANKFURT 1356

E.O. 11652: N/A

TAGS: BEXP, GW

SUBJECT: WTDR - SCIENCE TRADING GMBH

REF: USDOC 2017

1. ADDRESS: 8 LICHTENSTEINSTRASSE, 6000 FRANKFURT/MAIN, WEST GERMANY, CABLE: SCINTRA,PHONE: 0611-595941, OFFICERS: KARL HEINZ HUPPERTZ, MANAGER, RICHARD H STERN, SALES MANAGER.

2. THE FIRM WAS ESTABLISHED IN 1971, AS A SALES AGENT OF SCINETIFIC INSTRUMENTS, RADIATION SHIELDING MATERIAL AND LABORATORY AND HOSPITAL EQUIPMENT. THE FIRM HAS 3 EMPLOYEES. SALES AREA IS WEST GERMANY AND OTHER EUROPEAN COUNRIES;

3. FINANCIAL REFERENCES: DRESDNER BANK AG, FRANKFURT. TRADE REFERENCES: ATOMERGIC CHEMETALS, 584 MINEOLA AVE, CARLE PLACE, NY, BROOKLINE INSTRUMENTS CO, 4 WESTCHESTER PLAZA, ELMSFORD, NY.

4. FOREIGN FIRMS REPRESENTED: ATOMERGIC (RADIATION SHIELDING MATERIAL), BROOKLINE (SCALE SYSTEMS FOR HOSPITALS, GRAY TOOL CO HOUSTON, TEXAS, (THROUGH LONDON SUBSIDIARY: HIGH PRESSURE PIPE CONNECTIONS), TECHNICAL WORLD INC, SUNNYVALLE, CALIF. (METEROLOGICAL SENSORS)

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SOLA BASIC INTL., MILWAUKEE, WISC (LABORATORY FURNACES),

TUBE TURNS DIV OF CHEMETRON CORP, LOUISVILLE, KY
SIX OF TEN AMERICAN FIRMS REPRESENTED.

5. THE FIRM IS REGISTERED AS C CORPORATION OF SHARES WITH A NOMINAL CAPITAL OF DM 20,000 HELD SOLELY BY GUENTER SCHANZ, A LOCAL BUSINESS MAN OF GOOD STANDING. THE MAIN FORCE BEHIND THE FIRM, HOWEVER, IS R H STERN, AN AMERICAN CITIZEN WHO HAD HIS OWN BUSINESS FROM 1963 TO 1970 AND HAD BEEN A REPRESENTATIVE OF OVER 20 AMERICAN FIRMS IN THE FIELD OF SCIENTIFIC INSTRUMENTS AND RELATED EQUIPMENT. BEFORE BANKRUPTCY PROCEEDINGS WERE OPENED AGAINST MR. STERN IN NOVEMBER 1970 HE HAD PREVIOUSLY HAD A GOOD REPUTATION AS AN EXPERIENCED BUSINESSMAN. THE PRESENT FIRM'S FINANCIAL SITUATION APPEARS TO BE ORDERLY. THE BANK GRANTS CREDITS AGAINST THE USUAL SECURITY AND REPORTS PROMPT RETURNS. NO DEROGATORY INFORMATION REGARDING PAYMENTS WAS RECEIVED FROM EITHER SOURCE. REAL ESTATE IS NOT OWNED BY THE FIRM, ABOUT DM 10,000 ARE INVESTED IN OFFICE EQUIPMENT. GIVEN MR STERN'S EXPERIENCE IN THIS TRADE AND SOUND FINANCIAL BACKING, THE FIRM IS RECOMMENDED AS A BUSINESS CONNECTION.

6. INFO 02/74,,PREPARED BY P BARTOLSIC, REVISED BY
R A DUGSTAD.HARLAN

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